



The Power of **MEMBERSHIP**

The Benefits of **CERTIFICATION**



The Value of
PROFESSIONAL DEVELOPMENT



APICS Corporate Solutions

Improve Your **Organization's Bottom Line** through Workforce Development, Training, and Membership Programs for Operations and Supply Chain Professionals.



APICS The Association for Operations Management

About APICS

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management including:

- Logistics
- Materials Management
- Operations
- Planning
- Production and Inventory Control
- Purchasing
- Scheduling
- Supply Chain

A Legacy of Leadership

Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry experts to increase bottom-line efficiency and effectiveness.

APICS has helped thousands of professionals build operations management success across their organizations through results-oriented, practical training, education, and membership programs.

As a member of the APICS community, your employees will acquire new skills and master critical terminology, concepts, and best practices, and your organization will benefit from a workforce that is more knowledgeable, capable, productive and able to contribute to a successful bottom line.

"APICS has proven its value to companies around the globe by creating a common vocabulary and body of knowledge in operations management that promotes collaboration among all members of any supply chain. This knowledge base has grown and adapted to the changes that businesses have witnessed over the years and applies to manufacturing, services, hospitality and more."

Anthony Zampello, CPIM,
CIRM, CSCP
Zampello and Associates



1957—Twenty production control managers meet, on March 9, at the Alcazar Hotel in Cleveland to form the American Production and Inventory Control Society (APICS).



1959—IBM donates \$5,000 to APICS to be used to establish the organization's administrative offices.

The APICS Operations Management Body of Knowledge (OMBOK)

APICS members have exclusive access to valuable resources through the APICS Operations Management Body of Knowledge (OMBOK). More than 50 years in the making, the OMBOK defines the scope of the operations management field and provides a dynamic resource to understand the state of operations management today.

The OMBOK is defined in a new publication, the *OMBOK Framework*, an unprecedented resource that helps your employees better comprehend the language, best practices, and techniques that will help your organization succeed now and in the future.

APICS Corporate Clients

- American Express
- Avon
- BASF
- Boeing
- Bristol-Myers Squibb
- Caterpillar
- Clorox
- Dow Chemical
- Dow Corning
- DuPont
- Exxon Mobil
- Gulfstream
- IBM
- Intel
- Jockey International
- Johnson & Johnson
- Microsoft
- Motorola
- Nestle
- PepsiCo
- Pfizer
- SC Johnson
- Unilever
- Volkswagen
- Wyeth Pharmaceuticals



“The APICS body of knowledge has helped empower our employees to make strategic decisions that support the company’s overall success, increasing on-time delivery by nearly 50 percent.”

Kristie Huntress, CPIM
Global Business
Process Manager,
Dow Corning

**“60
in
,’60”**

1960—The “60 in ‘60” promotion kicks off January 1, to encourage each of the APICS chapters to gain 60 members in 1960. APICS starts 1960 with 19 chapters and gains another 25 throughout the year.



1961—APICS becomes an international association with the charter for a chapter in Hamilton, Ontario, Canada.

Membership

Cultivate a **Highly Qualified, Competitive Workforce** through APICS Enterprise Membership

APICS Enterprise Membership

APICS equips nearly 40,000 members in more than 15,000 organizations worldwide with the most up-to-date education, training, and resources in operations management to contribute to their organization's success.

As an Enterprise Member, your organization gains access to the APICS body of knowledge and entry into a global network of professionals, in more than 240 chapters and over 50 international associates, who are uniquely qualified to manage the supply chain, reduce inventories, and improve the bottom line.

APICS Enterprise Members and their employees benefit from world-renowned certification programs, superior education opportunities, and expert connections that help to:

- **Improve productivity**

Develop a highly trained and productive workforce through APICS education, training, and certification programs.

- **Gain a competitive advantage**

Keep employees up to date on the latest trends and solutions through award-winning APICS publications, APICS Learning Communities, and industry resources.

- **Enhance your company's bottom line**

Apply APICS' best practices and solutions to improve quality and gain efficiency throughout your organization.

- **Maximize your technology investment**

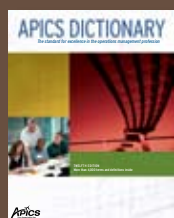
Promote full use and understanding of your supply chain and manufacturing technology through APICS education and training.

- **Develop and retain employees**

Enhance employee performance and satisfaction with development opportunities that foster continuous improvement and competitive success.

"Membership in APICS has helped us focus on the educational and training requirements for our staff and has also helped the company realize the full potential of its ERP investment."

Axel Dietz
SAP Master
Data Manager,
Sanofi Pasteur,
Canada



1963—APICS Dictionary published. It continues to be the standard for terms and definitions used in industry today.



APICS Educational
& Research
Foundation, Inc.®

1965—The APICS Educational and Research (E&R) Foundation is established as a separate, nonprofit corporation.

The Advantages of Membership

APICS Enterprise Membership is a flexible, convenient, and cost-effective way to empower your employees with the knowledge to succeed in operations and supply chain management while also benefiting your organization directly.

The advantages of an APICS Enterprise Membership include:

- Up-to-date industry best practices and corporate benchmarking services
- Education and certification tracking and reporting capabilities for staff
- Savings on educational materials and exclusive members-only resources
- Networking and industry visibility opportunities
- Member pricing on AMA business and management training
- Savings on registration to the APICS International Conference
- Centralized billing, account management, and membership transferability
- Résumé searches and job postings
- Advantage Program—member discounts on credit card and car rental services



“Being part of APICS for over twenty years has provided me with a foundation of knowledge and expertise that has allowed me to take on a wide variety of challenges and assignments—both as an executive and as a consulting principal. Such knowledge is the essential benefit of being part of a standards-setting, worldwide community of practice.”

Bob Beird, CFPIM, CSCP
Middlepath Consulting
Northfield, IL

1967—APICS opens its doors at its first official international headquarters in Washington, D.C.’s Watergate Center.



1972—APICS has a growing international presence with members-at-large in countries all around the world, including Australia, Brazil, Nigeria, and Trinidad. For the first time, the Annual APICS Conference and Technical Exhibit is held outside the United States in Toronto, Ontario, Canada. Its theme is “Slightly Foreign, Definitely Different.”

Certification

Increase **Performance** and Improve **Your Bottom Line** through APICS World-Renowned Certifications

Employer Benefits

Employers who encourage and support their employees in obtaining their APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Supply Chain Professional (CSCP) designations:

- **Enjoy** a workplace that is better prepared, more knowledgeable, more capable, more productive, and able to contribute to a successful bottom line.
- **Achieve** competitive advantage in the marketplace through a highly trained, confident, and productive workforce.
- **Validate** the knowledge and skill set of their employees leading to productivity improvements in the workplace.
- **Send** a message to employees of their value and importance of position to the company's overall success.

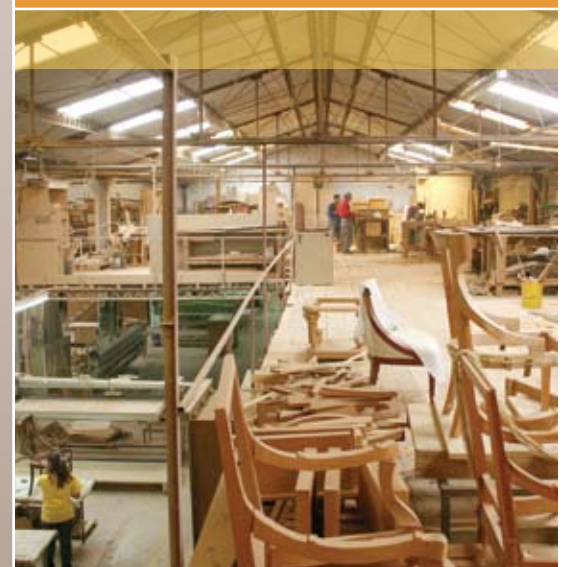
Employee Benefits

The APICS certification programs are recognized worldwide as the standard of professional competence in production and inventory control, supply chain management, and enterprise operations management. By earning the APICS CPIM and APICS CSCP designations, your employees will:

- **Develop** organizational expertise to strategically streamline operations.
- **Enhance** abilities to interact with existing resources and ERP implementation to increase efficiency of workplace environment.
- **Create** consistency and foster collaboration through best practices, common terminology, and corporate-wide communication.
- **Augment** knowledge to effectively manage global supply chain operations.
- **Benefit** from the satisfaction of achieving the most respected designations in the industry.

"With the help of the APICS professional network and certification programs, I have been able to achieve my goals and have found happiness in my career—which I previously thought was unachievable."

Bill Annis, CPIM, CSCP
Forecast Manager,
Avaya, Inc.



1973—APICS certification becomes a reality on May 12, and two tests are administered for the first time—inventory planning and forecasting. Later, material requirements planning, shop floor control, and master scheduling are added.



1977—President Jimmy Carter sends his greetings to APICS members October 7, as they prepare to celebrate their 20th annual meeting in Cleveland, Ohio.

APICS Certified in Production and Inventory Management (CPIM)

The APICS CPIM program is recognized as the standard of professional competence in production and inventory control. In fact, nearly 90,000 professionals worldwide have earned their APICS CPIM designation.

Employees who earn the APICS CPIM designation help to:

- **Improve** efficiency across the processes of your organization's supply chain.
- **Boost** profitability by optimizing your organization's inventory investment.
- **Maximize** ROI on systems and technologies.
- **Streamline** operations through accurate forecasting.
- **Predict** outcomes more accurately.
- **Amplify** functional knowledge of production and inventory management.

APICS Certified Supply Chain Professional (CSCP)

The APICS CSCP program is the first comprehensive and the most widely recognized education program, designed for operations and supply chain management professionals, to demonstrate mastery of supply chain management best practices. There are nearly 5,500 APICS CSCP designees worldwide.

Employees who earn the APICS CSCP designation:

- **Gain** proven learning and organizational skills to strategically streamline operations.
- **Attain** knowledge to effectively manage global supply chain activities.
- **Increase** the efficiency of the workplace environment.
- **Generate** skills to create consistency and foster collaboration through best practices, common terminology, and corporate-wide communication.



"The APICS CSCP program is very useful in designing, introducing, and implementing cost reduction programs during these times of economic downturn. By looking beyond just the costs related to procurement and reviewing all real costs within the total supply chain, I've gained tremendous insights that often resulted in impressive opportunities to reduce various costs in the entire supply chain."

John van Veen, CSCP
Procurement Consultant
Benefit Value by Procurement,
Netherlands



1985—On September 12, APICS E&R Foundation officials get the keys to the foundation's new headquarters in Wilmerding, Pennsylvania. Called the "castle," the building formerly housed Westinghouse® Air Brake.



1988—New certification requirements take effect January 1, making it necessary for APICS CPIM candidates to pass five examinations. APICS CFPIM candidates must pass five examinations and demonstrate their commitment to share their knowledge.

Professional Development

Maximize Your **Return on Investment** with Education and Training

Training for Success

To compete in today's challenging global market-place and stay ahead of your competition, you have to optimize your supply chain operations by teaching employees how to maximize use of operational tools and implement industry best practices.

APICS' education and training helps you streamline aspects of your operation by aligning knowledge base, terminology, and methods, as well as helping your employees to understand the critical workflows and implement them within the organization.

APICS Training Solutions

APICS on-site training yields the ultimate return on investment: a more knowledgeable, skilled, and productive workforce, which strengthens your organization's competitive position. Let APICS Corporate Services help develop a blended learning approach for your employees that can include:

- **On-site instructor-assisted classroom training:**

Educate employees with APICS experienced instructors in an intensive, interactive format. Employees benefit from classroom discussion and instructor experience, while sharing current work group examples.

- **Online instructor-assisted distance learning:**

Incorporate the experience of APICS instructors with the flexibility of self-paced online learning. Educate employees from multiple locations without travel costs, enabling staff from all over the world to participate in classes and interact about course content at the same time.

- **Self-study:**

Give your employees the ability to study at their convenience.

APICS Professional Education and Training Programs

APICS Certified in Production and Inventory Management (CPIM)

- Basics of Supply Chain Management
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operations
- Strategic Management of Resources

APICS Certified Supply Chain Professional (CSCP)

- Supply Chain Management Fundamentals
- Building Competitive Operations, Planning, and Logistics
- Managing Customer and Supplier Relationships
- Using Information Technology to Enable Supply Chain Management



1989—Members of the APICS Board of Directors approve a funding proposal for development of a new certification, Certified in Integrated Resource Management (CIRM).



1991—In July, APICS publishes the premier issue of *APICS The Performance Advantage*, now known as *APICS* magazine.

APICS Fundamentals Courses

The Fundamentals of Materials and Operations Management program offers an exciting classroom-based, instructor-assisted educational opportunity for people new to materials and operations management or people working in positions that interact with this field.

The four-module format of the Fundamentals course teaches basic concepts, techniques, and terminology of materials and operations management. For professionals aspiring to APICS certification, Fundamentals establishes a solid entry-level base of knowledge upon which to build.

- Fundamentals of Inventory Control
- Fundamentals of Planning
- Fundamentals of Manufacturing Control
- Fundamentals of Operations Management

APICS Workshop Series

New! Lean Enterprise Workshop Series

As more organizations decide to go lean, demand is escalating for a skilled team and systemwide approach for developing and implementing lean project plans. This course is designed to equip you with the broad knowledge and tools to map the transformation for developing a lean culture at your organization.



- Introduction
- Lean Culture
- Value Stream Mapping
- Stability and Process Improvement
- Just-in-Time
- Measuring
- Sustaining

New! Global Sourcing Workshop Series

The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with sourcing and procurement internationally.



- Introduction
- Global Suppliers
- Cultural Relationships
- Logistical Requirements
- 6-hour Executive Overview

Inventory Control Workshop Series

The Inventory Control Workshop Series provides a comprehensive study of inventory control. There are five workshops in the series.

- Basics of Inventory Management
- Cycle Counting
- Distribution Inventory Management
- Material Requirements Planning and Bills of Material
- Physical Inventory

Theory of Constraints: Concepts and Principles Workshop Series

This workshop series is a comprehensive training tool that explores strategies for applying the theory of constraints to increase efficiency and achieve dramatic bottom-line improvement.

- Constraints Management Overview
- Critical Chain Project Management
- Performance Measures
- Production Management
- Supply Chain Management
- Thinking Processes

1993—Minnesota Governor Arne Carlson proclaims APICS Recognition Week, May 2-9, to honor the society's work in providing educational opportunities for manufacturing management.



1993—Former President Ronald Reagan delivers the keynote address to 4,800 people attending the APICS conference in San Antonio, Texas.

Professional Development

Boost **Performance, Innovation,** and **Profitability** with Certification Education

APICS Certified in Production and Inventory Management (CPIM)

Courses include training on optimizing inventory investment, delivering Just-in-Time products and services, streamlining operations through accurate forecasting, setting and achieving goals, managing all aspects of the supply chain, and maximizing ROI systems and technologies. These courses are excellent preparation for employees seeking the APICS Certified in Production and Inventory Management (CPIM) designation.

Basics of Supply Chain Management

This course covers concepts in managing the complete flow of materials in a supply chain and provides a complete overview of material flow from internal and external suppliers to and from an organization. After participating, individuals will understand the role, objectives, and responsibilities of materials management; be able to describe basic forecasting principles and techniques; understand the functions of production planning and master scheduling; and describe the objectives of capacity management and how it relates to priority planning.

Master Planning of Resources

Sales and operations planning processes used to develop production plans, identify and assess internal and external demand, and forecasting requirements are explored in this course. Participants will focus on producing achievable master schedules that are consistent with business objectives; be able to explain the master planning model and key planning elements; identify customer service policies, techniques for communicating with customers, and measurements



of forecasting accuracy; and understand the concept of multilevel master scheduling.

Detailed Scheduling and Planning

This course focuses on techniques for materials and capacity scheduling and includes detailed descriptions of material requirements planning, capacity requirements planning, inventory management practices, and procurement and supplier planning. Participants will learn to identify types of inventory and their impact on the planning process; describe order review methodologies, safety-stock processes, and effects of inventory on investment; and understand the concepts essential for supplier partnerships and product development.

Execution and Control of Operations

This course focuses on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing feedback on performance. Techniques for scheduling and controlling production processes, the execution of quality initiatives and continuous improvement plans, and the control and handling of inventories are explained.

Strategic Management of Resources

Participants explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. This course addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan, and implementing change.

APICS[®]

1994—Concerned that the name American Production and Inventory Control Society is too limited in scope, APICS leaders adopt the name APICS—The Educational Society for Resource Management.



1996—APICS enters cyberspace with the launch of its new Web site, apics.org.

APICS Certified Supply Chain Professional (CSCP)

The APICS CSCP Learning System is a comprehensive course based on the APICS CSCP body of knowledge. It provides education in the areas of supplier and customer relations, international trade, the use of information technology, and physical logistics.

The learning system provides excellent preparation for professionals seeking the APICS Certified Supply Chain Professional (CSCP) designation.

Module 1: Supply Chain Management Fundamentals

- Explore how successful supply chain management adds value to your organization.
- Learn how to develop a supply chain strategy that aligns with corporate strategy.
- Understand the importance of supply chain design and its continually evolving capabilities.

Module 2: Building Competitive Operations, Planning, and Logistics

- Understand natural dynamics within the supply chain to optimize performance and increase profitability.
- Know the distribution and transportation options and how to align them with supply chain strategy.
- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy.

Module 3: Managing Customer and Supplier Relationships

- Learn how to categorize customers based on their profiles and needs.
- Establish measures of customer satisfaction.



- Understand the strategic importance of purchasing and supplier relationships.
- Effectively use customer data to improve service performance and increase value to suppliers and customers.

Module 4: Using Information Technology to Enable Supply Chain Management

- Learn how technology-enabled supply chains contribute to business strategies and operating plans.
- Understand the innovations and technologies enabling collaborative commerce and global visibility.
- Apply technology to enhance distribution, reverse logistics, and global supply chain communications.

Learning System Components

Comprehensive Print Materials

- Four easy-to-understand modules with more than 800 pages of content covering the entire APICS CSCP body of knowledge.
- Progress check questions at the end of each section to ensure you understand the concepts.

Interactive Online Tools

- Practice tests to determine strengths and weaknesses, and help create a customized study plan.
- Timed module-specific tests with immediate feedback and answer rationales.
- Focus on test sections that may be problem areas.

Also included are a timed post-test to determine exam preparedness, an online report revealing progress and score, e-Flashcards of terms and definitions, and an online glossary for quick reference.



1997—APICS celebrates 40 years of educational excellence at its International Conference and Exhibition, held October 19-26, in Washington, D.C.



2000—The APICS Corporate Awards of Excellence are presented for the first time at the APICS International Conference and Exposition, October 22-25.

Participation

Influence the **Profession** and Gain **Corporate Recognition** through APICS Participation

Throughout its history, APICS member organizations have played a key role in shaping the profession and solving both current and developing challenges that face operations management professionals around the world. As an APICS Enterprise Member, individuals in your organization will have the opportunity to assist in leading the industry and furthering the advancement of the operations management community.

Volunteer Opportunities

APICS offers qualified industry professionals the opportunity to participate as volunteers on both APICS boards and committees in the areas of education, certification, and professional development as a content expert or industry advocate. APICS volunteers:

- Contribute to APICS strategic priorities.
- Influence the scope and content of the CPIM and CSCP exams.
- Enhance the operations management body of knowledge.
- Shape plans and tactics for globalizing APICS.
- Evaluate member and prospective member needs research.

The committee structure includes both standing and ad hoc committees, which offer significant opportunities to guide the growth of your profession and give back to the operations management community.

Voice of the Customer Membership Development Committee

Listens to the needs of current and potential members and customers.

Body of Knowledge Professional Development Committee

Coordinates and directs efforts in education and certification.

Product Development Groups

Advisory role in all aspects of product development.

“Volunteering in my APICS local chapter gave me the opportunity, early in my career, to learn skills doing things I would not have done for many years in my regular work. Many of the skills learned enabled me to better perform my regular job duties, which helped advance my career.”

**Eric D. Somers, CPIM,
CIRM, CSCP**
President
Somers Training &
Consulting Services Inc.
Ontario, Canada



2005—To properly represent its diverse membership and body of knowledge, APICS—The Educational Society for Resource Management officially changes its name to APICS The Association for Operations Management.



2006—APICS announces the first group of APICS Certified Supply Chain Professional (CSCP) designees.

Local Participation

With more than 240 chapters located throughout North America, convenient and personalized education is easily accessible.

Participation in local chapters enables members to interact with experts in their field, share knowledge with peers, and pursue leadership opportunities that expand skill sets and enhance career growth. APICS chapter volunteers are provided with training, support, and online chapter volunteer resources.

Chapter offerings may include some or all of the following:

- Instructor-assisted certification review classes that help prepare candidates for testing.
- Certification study groups and group testing opportunities.
- Seminars and workshops specific to a particular geographic area and/or industry.
- Plant tours that provide insight into organizational principles and practices.
- Workshops and meetings with allied organizations that enable members to network with colleagues.

APICS Conferences and Special Events

Keep your team up to date with the latest industry trends by attending APICS conferences including the annual APICS International Conference & Expo, the premier conference for operations and supply chain management professionals.

These interactive learning environments enable operations executives and their staffs to:

- Contribute ideas and learn from peers.
- Follow learning paths that offer exposure to both the big picture and deeper intricacies of each topic.
- Meet new business contacts; people who may offer solutions to the business problems your organization faces daily.



APICS International Conference & Expo

October 4-6, 2009
Toronto, Ontario, Canada

October 17-19, 2010
Nashville, Tennessee

The annual APICS conference helps businesses, professionals, and students find solutions for their professional challenges. From the global supply chain to S&OP best practices, the APICS International Conference & Expo will help equip your organization for success.



Let APICS Empower **You** and **Your Organization**



- Are there gaps in your supply chain that could leave you at a competitive disadvantage?
- Are your operational costs in-line with industry standards and peer targets?
- Do your employees have the tools and skills to best utilize your ERP and technology investments?
- Are you behind the curve in applying sustainable supply chain practices?
- Are you doing enough to raise cash through operations management effectiveness?

APICS has your solutions.

Contact your local APICS chapter to find a class near you.

To find your nearest local chapter, visit apics.org/apics/chapters.aspx. For more information, e-mail: service@apics.org or call APICS Customer Support at (800) 444-2742 or (773) 867-1777.



To learn more
visit apics.org.



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Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.

To learn more, visit apics.org.



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